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For more information, please contact

Scott France

Publisher

scott@francepublications.com

Jeffrey Cohen

Publisher, *Hotel Facility & Operations*

jeffrey@francepublications.com

(404) 832-8262

www.francepublications.com

FROM THE PUBLISHER

Title



Letter

Scott France
Publisher

SOUTHEAST
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PUBLISHER

Scott France
scott@francepublications.com

LAUNCH EDITOR

Randall Shearin
randy@francepublications.com

DESIGNER

Julie Hunt

CONTRIBUTING WRITERS

Lara Fuller
Jaime Lackey

MEDIA ADVISOR

Mark Aden
maden@francepublications.com

Jerrold France

President and CEO

Scott France

Executive Vice President

Michael F. Jacobs

Chief Financial Officer

Tammy Orr

Vice President, Circulation Director

Randall Shearin

Senior Vice President,
Editorial & Operations

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TENNESSEE NEWS

VISTA GERMANTOWN UNDERWAY

Nashville — Associated Estates Realty Corp., along with minority interest holder Bristol Development Group, is developing Vista Germantown, a multifamily property located in downtown Nashville. The community will offer 242 apartment units, structured parking, a fitness center and outdoor pool when complete. The property will be managed by Associated Estates.

COMPLETION NEARING FOR GATEWAY VILLAGE

Murfreesboro — Murfreesboro-based Swanson Developments has completed its mixed-use Gateway Village project in Murfreesboro. The Gateway Village consists of three buildings totaling 1.36 million square feet. The buildings will house residential, retail and office space. The 62 residences are being marketed for sale.

EASTGATE SHOPPING CENTER SELLS FOR \$31.5 MILLION

Memphis — Arrow Operating Acquisitions has acquired Eastgate Shopping Center, a 445,907-square-foot regional community center located on Park Avenue in Memphis. Union Realty Co. GP and Belz Investco GP sold the property for \$31.5 million or \$71 per square foot. The center is occupied by Fresh Market, Michaels, TJ Maxx, Stein Market, Burlington Coat Factory and Walgreens. Brad Nathanson, Paul Kerber and Anne Williams of Marcus & Millichap brokered the transaction.



CAROLINAS NEWS



Atlas 1 SPC has sold a 121-room hotel in Greenville, N.C., to Preena. The property was formerly branded as a Baymont Inn.

FORMER BAYMONT INN PROPERTY SOLD

Greenville, N.C. — Atlas 1 SPC has sold a 121-room hotel in Greenville to Preena for an undisclosed amount. The two-story property was formerly branded as a Baymont Inn. Preena plans to undertake upgrades to the hotel and affiliate it with a national franchise. Ed James of Mumford Co. represented the seller.

MEDICAL OFFICE BUILDING BOUGHT

Raleigh, N.C. — Healthcare Trust of America has acquired Raleigh Medical Center, a medical office building in Raleigh. The three-story, multi-tenant property offers 89,000 square feet of medical office space. The property was purchased for \$16.65 million.

REYNOLDS AND LINCOLN HARRIS ACQUIRE 16 ACRES FOR GATEWAY VILLAGE

Charleston, S.C. — Atlanta-based Reynolds Capital Group and Charlotte, N.C.-based Lincoln Harris have acquired 16 acres of commercial property in Charleston. Known as Gateway Village, the property is located at the intersection of Highway 17, Main Road and Bees Ferry Road in the West Ashley submarket of Charleston. The companies plan to market build-ready opportunities for retailers, medical office groups, and restaurants at the site.

NINE BUILDING MEDICAL OFFICE PARK SELLS

Cary, N.C. — Healthcare Trust of America has purchased The Medical Park of Cary, a nine-building medical office park in Cary. The 151,000-square-foot park is situated on the WakeMed hospital campus. The property sold for \$28 million. Paul Zeman of Bull Realty brokered the transaction. The seller was not disclosed.

EARP JOINS COLLIERS

Columbia, S.C. — Brett Earp has joined Colliers International as vice president of property management services. In his new role, Earp oversees the companies South Carolina property management operations, which consists of approximately 6 million square feet of space and a staff of 39 people. He most recently served as vice president of asset management for the Atlanta office of Grubb & Ellis Realty Services.

COLLETT NAMED RECEIVER OF CANNON PLAZA

Kannapolis, N.C. — Charlotte, N.C.-based Collett & Associates has been named court-appointed receiver for Cannon Plaza, a 67,200-square-foot neighborhood shopping center located in Kannapolis. Dollar General anchors the center. An approximately 42,000-square-foot anchor space recently became available upon the termination of Big Lots' lease. Jim Gamble and Stephen Pharr of Collett will market the anchor space and four available small-shop spaces for lease. Collett's Becky Miller will manage the property.



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MID-ATLANTIC NEWS

504-UNIT COMPLEX SELLS

Ashburn, Va. — Richmond Heights, Ohio-based Associated Estates Realty Corp. has acquired The Ashborough, a 504-unit multifamily property in Ashburn. Built in 2004, the complex was 97 percent leased at the time of sale. Associated Estates now owns 2,340 units at eight apartment communities in Maryland and Virginia. Terms of the transaction were not released.

USAA ACQUIRES CRYSTAL CITY OFFICE COMPLEX

Alexandria, Va. — USAA Real Estate Co. has acquired a 621,774-square-foot office complex located in the Crystal City submarket of Alexandria, near Washington, D.C. Known as Potomac Yard, the property is comprised of two 12-story Class office towers. Government agencies are the majority tenants in both towers, with the EPA taking all of one building and half of the second tower. USAA acquired the buildings on behalf of its U.S. Government Building Fund. The seller was an affiliate of JP Morgan Strategic Properties Fund. The price of the sale was not disclosed.



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INSIGHT ACQUIRES 214 APARTMENTS NEAR QUANTICO

Stafford, Va. — Insight Property Group has acquired Vine Place Apartments, a community located near Quantico Marine Base in Stafford. The 214-unit property sold for \$15.9 million. Insight plans to re-brand and reposition the property, which was built in 1997. The buyer has retained a new property management company and plans to invest significant capital to upgrade amenities, landscaping, signage and building entrances.

PARAMOUNT ACQUIRES TROPHY OFFICE PROPERTY

Washington, D.C. — New York-based Paramount Group has acquired a trophy office building located at 1899 Pennsylvania Ave., in Washington. The 11-story building contains 190,000 square feet and the anchor tenant is law firm WilmerHale. The property was built in 1915 and renovated in 2002. Paramount has near-term plans to get the property to achieve LEED-Gold certification.

CALKAIN SELLS VIRGINIA OFFICE BUILDING

Dulles, Va. — Calkain Cos. has brokered the \$13.37 million sale of Orbital Building 7 in Dulles. The two-story, triple-net leased office building is located on 4.52 acres of land off Route 28. Jerry Burg, Rick Fernandez and Andrew Fallon of Calkain represented the seller in the transaction.



FLORIDA NEWS

MULTIFAMILY PROPERTY SELLS FOR \$44.15 MILLION

Winter Park — CB Richard Ellis has brokered the sale of Sun Key, a multifamily property located in Winter Park. Built in 1987, the 596-unit property sold for \$44.15 million. Shelton Granade and Luke Wickham of CB Richard Ellis represented the undisclosed seller in the transaction. The buyer was not disclosed.

DAYTONA BEACH HOTELS SELL

Daytona Beach — Stephan Taylor of Hunter Realty has represented the owner in the sale of two hotels to a private party for an undisclosed price. The properties, Palm Plaza Oceanfront Resort and Beachside Inn Daytona Beachshores, are adjoining and have 130 rooms. The buyer will convert the Palm Plaza to a Holiday Inn Express.

SUNTRUST CENTER SOLD

Orlando — Wells REIT II has purchased the 128,000-square-foot SunTrust Center in Orlando from KanAm Grund for an undisclosed amount. The 10-story property is leased to SunTrust and is located at 200 S. Orange Ave. Keith Willby served as in-house representation for Wells.

DUKE ACQUIRES TWO OFFICE BUILDINGS

Plantation — Duke Realty Corp. has acquired two Class A office buildings in Plantation's Southpointe Centre Office Park totaling 465,492 square feet. Royal Palm I is a nine-story, 240,308-square-foot building located at 850 S. Pine Island Rd., while Royal Palm II is an eight-story, 225,284-square-foot building located at 900 S. Pine Island Rd.

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FLORIDA NEWS



The \$197 million renovation of Airsides 1 and 3 is complete at Orlando International Airport.

MIAMI APARTMENT TOWERS SELL

Miami — Wood Partners and AREA Property Partners have acquired Terrazas River Park Village, a 324-unit Class A multifamily property located along the Miami River in Miami. The property consists of two towers on a 2.15-acre site. Robert Given of CB Richard Ellis' Multi-Housing Group brokered the off-market transaction. Terms were not released.

LARAMAR SELLS 366-UNIT COMPLEX

Coconut Creek — Chicago-based Laramar Group has sold Hillsboro Bay Club Apartments, a 366-unit multifamily complex located in Coconut Creek. Kennedy Associates acquired the property. The complex was 95 percent leased at the time of sale. Robert Given and Zachery Sackley of CB Richard Ellis's South Florida Multi-Housing Group handled the transaction.

ORLANDO AIRPORT COMPLETES RENOVATION

Orlando — C.T. Hsu + Associates has completed the renovation and rehabilitation of Airsides 1 and 3 at Orlando International Airport. The 24/7 airline operations and passenger service continued without interruption during the \$197 million renovation project. Project partners included the aviation authority, Hensel Phelps Construction Co., the airlines and airport tenants.

BONDVILLE SELLS MEDICAL CENTER

Fort Myers — Bondville Associates has completed the disposition of Bass Commons at Health Park in Fort Myers. The 27,304-square-foot office/medical property is located at 15901 Bass Road. Lee Memorial Health Systems purchased the property for \$5.3 million. Karl Lippek of Colliers International Southwest Florida brokered the transaction.

COYOTE ACQUIRES SIX SOUTHEAST CENTERS

Dallas, Texas — Coyote Management, L.P., and Garrison Investment Group have acquired six retail centers in the Southeast. Totalling 1.6 million square feet, the assets include the 517,153-square-foot Lakeshore Mall in Gainesville, Ga.; the 576,000-square-foot Decatur Mall in Decatur, Ala.; Promenade Montgomery Shopping Center, Promenade Montgomery North Shopping Center and Bellwood Center in Montgomery, Ala.; and Quaker Village in Greensboro, N.C. Addison, Texas-based Coyote now owns and manages a portfolio of 5.8 million square feet.



JOHNS CREEK OFFICE PROPERTY SELLS

Duluth — A 143,000-square-foot building at 11450 Technology Circle in Johns Creek has sold to a private partnership in an REO transaction for \$4.3 million. Resource Real Estate has been appointed leasing and management agent for the building. Jay O'Meara, Will Power and Justin Parsonnet of CB Richard Ellis's Atlanta Institutional Group brokered the sale, representing a CMBS special servicer.

GEORGIA STATE UNIVERSITY BUYS TWO HOTELS FOR STUDENT HOUSING

Atlanta — Georgia State University has purchased the former Wyndham Garden Hotel and The Baymont Inn and Suites in downtown Atlanta from a private party for an undisclosed amount. The properties, which include 453 rooms when combined, are located adjacent to GSU's downtown campus. The school will convert both properties to student housing. Hunter Realty's Bob Hunter and Kyle Stevenson represented the seller.

BEHRINGER HARVARD ACQUIRES ATLANTA COMPLEX

Atlanta — Behringer Harvard has acquired The Reserve at Lavista Walk, a luxury multifamily property located in Atlanta's Buckhead neighborhood. Located at 1155 Lavista Road, the property contains 283 units. The seller and acquisition price were not released.

CONNOR GROUP ACQUIRES APARTMENT COMPLEX

Atlanta — The Connor Group has acquired Brookwood Valley Apartments, located in Atlanta's Buckhead neighborhood. Built in 1987, the 240-unit apartment property is located at 2035 Peachtree Road. Prudential Real Estate Investors sold the property. Chris Spain, David Gutting and Porter Jones of Cushman & Wakefield's Atlanta-based Multifamily Investment Sales team represented the seller.

THE SHOPPING CENTER GROUP WINS TOWER WALK LEASING ASSIGNMENT

Atlanta — The Shopping Center Group has been named the exclusive third-party leasing representative for Tower Walk in Buckhead. Stephanie McCall of The Shopping Center Group will lead the team responsible for leasing the retail component of Tower Place. The 165,000-square-foot specialty center is anchored by AMC's Fork & Screen Theatre.

COLONY ACQUIRES 3333 RIVERWOOD OFFICE BUILDING

Cobb County — Colony Realty Partners has acquired the five-story 3333 Riverwood office building in the Cumberland/Galleria submarket in Cobb County from 3333 Cumberland Joint Venture, which is made up of several Atlanta investors. Holder Properties, the 1992 developer of the property, remains a tenant in the building along with Community & Southern Bank, Holder Construction and Seefried Industrial Properties. Lincoln Property Co. will market and lease the office building, located at 3333 Riverwood Pkwy., which was 90 percent leased at the time of the sale. Lincoln handles marketing and leasing for

other Colony office properties in Atlanta, including 1117 Perimeter Center West, 730 Midtown and 3405 Piedmont.

RENOVATION SCHEDULED FOR GEORGIA-PACIFIC CENTER

Atlanta — A major renovation project is expected to refresh the interior of the 51-story, 1.1 million-square-foot Georgia-Pacific Center, a landmark office tower in Atlanta's Class A office market, located at 133 Peachtree St., that stretches from Peachtree Street to Peachtree Center Avenue. The renovated main lobby will feature new lighting elements and wall finishes to produce a brighter environment. In addition to the lobby renovation, the building's refurbished conference center is scheduled to re-open in January, featuring five large meeting rooms and a 250-seat auditorium. Built in 1982, the Georgia-Pacific Center is home to organizations such as McKinsey & Co., Bank of Tokyo, Montag & Associates and the British Consulate. Jones Lang LaSalle has been retained to manage the renovation project on behalf of the building's ownership.

CBRE INVESTORS INCREASES ATLANTIC STATION HOLDINGS

Atlanta — CB Richard Ellis (CBRE) Investors has acquired a group of assets in Atlantic Station from AIG, including 271 17th Street, a Class A 534,000-square-foot office building, an approximately 7,000-space parking garage and 14.25 acres of land. The firm, in a joint venture with North American Properties, has also acquired Atlantic Town Center, the 586,000-square-foot retail centerpiece of Atlantic Station. The acquisition closely follows CBRE Investors' acquisitions of Icon and Park District, two Atlantic Station multifamily communities, in November 2010. A repositioning plan for Atlantic Station aims to include a new retail mix, an improved guest experience, an emphasis on local restaurants and a redesigned security operation emulating the Midtown Blue public safety model. CBRE Strategic Partners 5-star worldwide program of services and amenities is planned to be implemented at 271 17th Street, a LEED Gold-certified office building, also. North American Properties will operate, manage and lease the community's retail center, while CBRE's Atlanta offices will man-

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GEORGIA NEWS

age and lease the office building. Eastdil Secured represented AIG in the transaction.

TRANSWESTERN NAMED LEASING AND MANAGEMENT AGENT FOR SHADOWOOD

Atlanta — CW Capital has named Transwestern's Atlanta office the leasing and management agent for Shadowood Office Park, a 200,248-square-foot office portfolio located on Powers Ferry Road in the Cumberland/Galleria submarket. Jeff Taylor and Josh Baine are the exclusive agents for the property. Caroline Worth will oversee property management.



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PLANTS FOREVER/COKE SIDEBAR

By Randall Shearin

FOCUSED ON THE FUTURE

Drucker & Falk adapts its property management systems to the changing market.

BY LARA FULLER

Adaptability is arguably one of the most important factors in a company's success. The ability to keep up with changing technology and weather the storms of the economic market can greatly impact a company's bottom line. Drucker & Falk knows this well. Throughout its 72-year history, the company has regularly updated its strategic plan and refined its approach to property management.

Drucker & Falk was founded in 1938 by A. Louis Drucker and Emanuel E. Falk. The company now manages more than 26,000 units in 135 properties in the Mid-Atlantic and Southeast regions. The Drucker & Falk portfolio stretches from Orlando to Northern Virginia/Washington, D.C., and also spreads westward through Tennessee. The company specializes in third-party commercial management, as well as commercial sales and leasing. In the multifamily arena, Drucker & Falk handles a full range of housing types. "We cover just about everything in multifamily property management," says Jim Ledbetter, president and chief operating officer of Drucker & Falk. "We specialize in HUD, tax credits and affordable housing."

STRUCTURE AND STRATEGY

The company has four regional offices, located in Newport News and Richmond, Virginia; and Raleigh and Charlotte, North Carolina. There are also a number of smaller offices spread throughout the East Coast. In total, there are approximately 900 people working in the Drucker & Falk organization, including people on the ground at their properties. "We operate with a fairly traditional structure in terms of property management firms," says Ledbetter. "The executive director of multifamily management, Dan Haefner, oversees all multifamily operations and has four directors, which in turn have a number of people under them."

While Drucker & Falk maintains traditional internal structure, the company is always looking for ways to stay current in the multifamily market. The company is presently in the process of assessing its approach to property management and its plans for the future. One major goal is to complete deals with greater focus and thought. "We are working on finalizing our strategic plan," says Ledbetter. "We are becoming more focused. We want to continue our expansion, and we want to be a dominant force in the market. We are looking for profitable, distinctive properties to better the company and to better serve our clients."

A focused game plan is more important than ever in a tough economy. Multifamily has seen some major changes over the past few years as many companies have been forced to exit the field and others have had to adapt their business strategies accordingly. "The multifamily market has changed so much," says Ledbetter. "It is becoming a much more professionalized industry. There is a lot more automation, outreach and a larger use of the Internet and other technology, as well as more professional staff."



Drucker & Falk manages Mayfaire Apartments in Raleigh, North Carolina.

Ledbetter believes that size, talent and innovation are the defining factors for companies looking to grow in the multifamily market. "Size will become more critical because of economies of scale," he says. "You need the size to afford training, to have purchasing power and the staff, as well as to have the resources needed to handle business efficiently."

In terms of innovation, the ability to be innovative and adapt to environmental issues is an important one in property management. More companies are making the necessary changes to become 'green' or to become LEED certified. The management at Drucker & Falk is conscious of these trends and is doing what it can to make sure that its properties are evolving environmentally. "We are very aware of conservation and what it means to the environment and also what it means in terms of savings for the company," says Ledbetter. "We make changes whenever possible to make sure that our properties are environmentally sound." When appliances and structures need replacing on its properties, Drucker & Falk routinely substitutes an environmentally-friendly model. "If a dishwasher or heat pump goes out, we make sure to replace it with energy-star rated products," says Ledbetter. "It brings a savings for us, as well as for residents, and it benefits everyone."

SAFETY AND MAINTENANCE

Safety at its properties is a priority at Drucker & Falk. As the company looks to the future, it will keep the safety of residents at the top of the list. Drucker & Falk's approach is to do everything possible on the front-end to avoid issues later on. "Being aware of safety issues allows everything to operate more smoothly," says Ledbetter. "We do criminal background checks on residents to avoid problems of all types. We can then eliminate residents that are not conducive to safe living."

When an issue does arise, Drucker & Falk encourages its property managers to act promptly in order to minimize the situation and get it resolved as quickly as possible. The company is also quick to respond and forceful in its decisions. "We are very proactive when a resident complains," says Ledbetter. "We prefer to err on the side of caution, and use preventative measures when possible. Nothing is more important to us than the safety and protection of residents."

Proper maintenance of properties is also a safety issue and Drucker & Falk works to be a standout in this area as well. Routine preventative maintenance is vital, with a monthly schedule of building and systems inspections. The company thoroughly trains its property managers so that when a maintenance issue does arise, they are able to control and fix the problem quickly. "As many issues as can be handled by maintenance personnel, we do," says Ledbetter. "We do lots of training, enabling the maintenance personnel to be well-



Drucker & Falk manages West Village Apartments, a redevelopment of historic tobacco warehouses in Durham, North Carolina.

equipped to handle issues on the properties.” Also, since Drucker & Falk is a third-party management firm, they also have skilled and qualified staff in their main offices. “When it comes to major work beyond the scope of the maintenance personnel, we try to use our senior engineering staff and their skills to oversee projects and keep costs down,” says Ledbetter. “Our engineering staff can track work orders and handle maintenance as well.”

In an emergency situation, the depth and severity of the situation determines who handles it and how it is managed. “Whether it is a sprinkler, fire or electrical issue, it

depends on the magnitude as to how it is handled,” says Ledbetter. “Naturally, the greater the severity, the more likely it would be elevated to a corporate level and the response would be based on that. Really, with any maintenance issue, emergency or not, our biggest concern is to respond promptly, efficiently and courteously.”

In routine maintenance or emergency situations, the company relies on vendors in addition to its maintenance staff to fix a problem as quickly and professionally as possible. “As a general rule, the larger the task, the more likely we are to use vendors,” says Ledbetter. Vendors are often used for services such as landscaping and security. Drucker & Falk also primarily employs national vendors to keep costs down. “We use scale to reduce our cost structure,” says Ledbetter. “If we can save just one dollar on a door installation, or a cable contract, then we save money for the owner and even the residents. We find that national vendors are generally more able to do this.” However, when it comes to janitorial maintenance, the company will often use local vendors.

With both local and national vendors, Drucker & Falk believes that performance is a critical factor in the vetting process. As a successful property management firm, Drucker & Falk tries to choose vendors that to live



Drucker & Falk manages The Chapman at Peninsula Town Center in Hampton, VA. Drucker & Falk manages this community. It is a Class A Community in a mixed use, town center development.

up to the high standards that clients expect. “Performance is always first and foremost when choosing vendors,” says Ledbetter. “And then of course cost is another major factor in choosing vendors. Our ability to choose vendors that perform and respond, and are also cost-conscious, is something we pride ourselves on.”

Drucker & Falk has a long history of success. This enables the company to evolve and adapt while still upholding its mission to provide superior service and property management services to its clients. **SCPM**

FIRESTAR

PARKING MAINTENANCE

Curb appeal for your commercial infrastructure.

BY BLAIR BARNHARDT

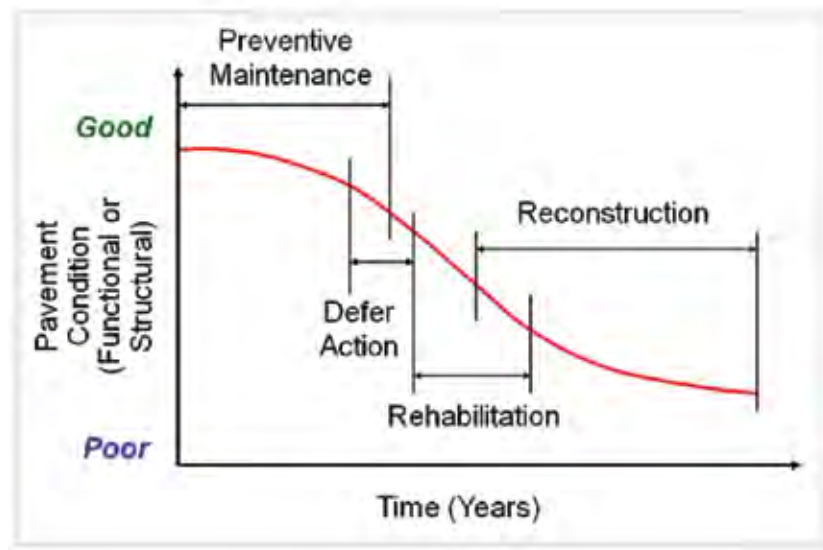
This article is the first in a four part series aimed at arming property owners and managers with the latest in asphalt pavement recycling and preservation technology from an industry expert.

For over 25 years, my wife has dragged me along with her on Saturday afternoons to shop for groceries and essentials. I admit that I have never actually taken the time to understand what makes her drive an extra 3 or 4 miles to go from our nearby shopping center to one that is clearly further down the road. This summer, I promised myself that I would further investigate what makes a shopper decide to drive the proverbial extra mile(s) to the promised land of a shopping mall 4 miles out of the way.

It appears that my naivety (albeit 30 years in the heavy construction industry) has made me unaware of the vary reasons why my spouse would do such a thing. The answer is actually quite simple; the parking lot at the distant store in question is regularly sealed with a coal tar sealer along with fresh striping on an annual basis. Hence, every time we shop there it is analogous to opening presents on a snowy Christmas morning with crisp new wrapping paper, colorful bows and the like. Who wants to shop at a location that has aged, oxidized and distressed asphalt pavement to roll the shopping carts across anyway? Regardless of what the two-for-one specials and end of aisle specials offer, it seems that the aesthetics of the outside of the property account for 90 percent of the attraction to the customer.

So begins the path for property managers and owners alike to determine what they can do to freshen up their curb appeal and preserve one of their most valuable assets. It is common knowledge that roofs and parking lots account for the two largest investments for a property owner. However, it is clear that when a roof leaks it becomes an immediate concern, whereas when a parking lot deteriorates many will turn

a blind eye. In fact one client recently told me that their terminal managers stopped calling head office to complain about their parking lots as they knew all too well that nobody was responding to their desperate pleas for assistance.



Moving forward, let us first go over some basic facts that are available to many, but known by few. First, asphalt is the number one recycled product by weight in America. We churn out over 500 million tons of the black stuff each year, and bring back 100 million tons to the



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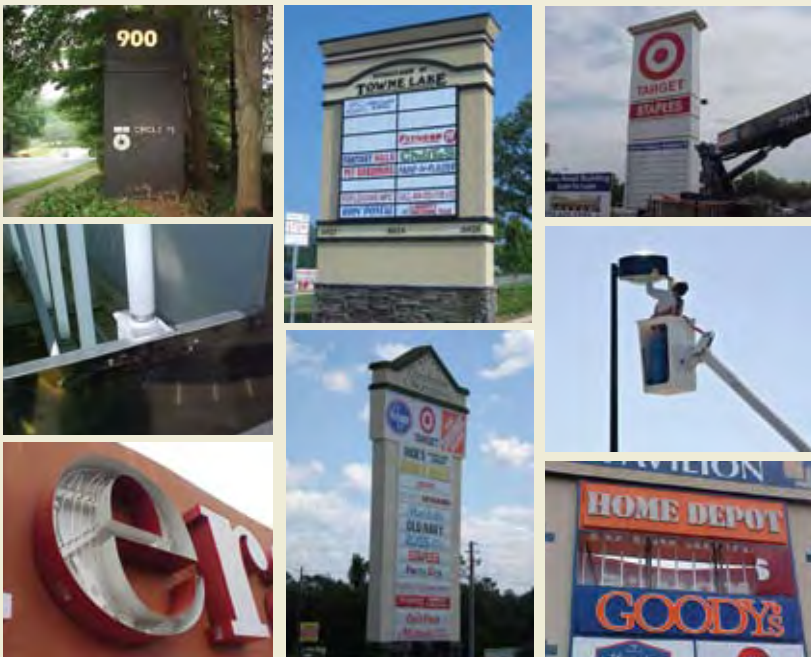
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plant to recycle. Great you say. Well, sadly, only 3% of our roadway system is actually recycled in place. Despite the fact that technology is available to recycle up to 100% of our roadways and parking lots in place, we habitually deplete our local aggregate supplies to make hot mixed asphalt at our local plants.

Secondly, even though the Federal Highway Administration has proven that it costs less for Cities and Counties to preserve their existing infrastructure rather than let it wear out and rebuild it, when we mention the words "pavement preservation" to the local municipalities they quite often look at us like a deer in headlights.

Bottom line here is, our local grocery store has known for years that preserving their pavement structure not only brings more customers through the door, but it also retards costly repairs from total pavement rehabilitation techniques down the road. A quick look at the chart below will show the reader how a dollar spent this year on pavement preservation this year will save upwards of \$7.00 to \$8.00 per SY in future years:

Typically the property manager has leaned on a very simple stable of preservation and rehabilitation measures to rehabilitate his or her property. These measures have generally involved asphalt patching, crack relief interlayers, thin asphalt overlays along with emulsion and coal tar sealants.

The purpose of this series of articles is to further educate the property manager or owner to further options that are available. The author is not intending to promote any one form of preservation or rehabilitation, and would stress that each geographical location should select local materials and contractors that are familiar with that area.

One thing is for certain, the pavement rehabilitation and preservation techniques that we are discussing have been used worldwide for decades, and have proven themselves to be cost effective ways to extend and renew the lives of roadways and parking lots worldwide.

Prior to beginning our journey on the basics of pavement preservation and asphalt pavement rehabilitation it is worth noting how your local municipality deals with their infrastructure management. Often called pavement management, your local city or county engineer likely has software back at their office such as MicroPAVER or Street Smarts. Understand that I am not endorsing either of the aforementioned products and it is worth noting that there are several name brands available to the pavement managers.

Ultimately the goal of the implementation of a pavement management program as it relates to your local city or county's portfolio of private sector properties, is to rate your entire inventory of asphalt and concrete

pavements, generally on a scale of 0 to 100, with 100 being brand new condition.

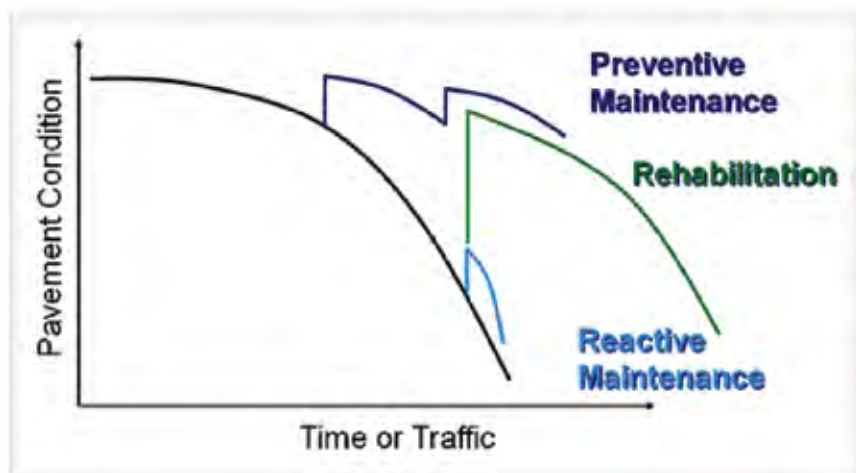
Ideally, you would have this evaluation and subsequent rating report done every three years. This is what most Cities and Counties do in order to comply with their GASB 34 audits. After the initial pavement distress evaluation is completed, your Company would know the average network level of all of their properties. For example, a large hotel chain with 450 locations across the Southeast would quickly find that on average their infrastructure has a network level PCI (Pavement Condition Index) of say 62. On a more specific level they would find which locations have the poorest pavements (PCI of 30-40) and which locations have the best pavements (PCI 80-100). At this point, often with a consultant's guidance the property owner can best determine where to allocate funds for repair.

Here is where the real dollar savings are found; when an effective pavement management program is married to a conscious effort to implement pavement preservation and asphalt recycling in place. For example, rather than spending your entire budget on highly distressed parking lots and roadways, you can replicate the approach that a City of Los Angeles and others take. In fact for the first time since the 1950s The City of LA has PCI indexes that are now going back up instead of falling downward.

The Los Angeles city engineers attribute this trend to the use of pavement management (MicroPAVER), pavement preservation (slurry, micro surfacing etc.) and in place asphalt recycling of their existing infrastructure. The goal overall for your properties should be to extend the life of 60 to 80% of your good parking lots for a few dollars per SY using products such as asphalt sealers, SteelGuard, Liquid Road, slurry seal and micro surfacing.

Where feasible, the use of in place recycling techniques can also be

utilized to further drive down the cost and increase life cycle and PCI indexes. For rehabilitation of the PCI roadways in the 40-50 range, techniques such as Full Depth Reclamation (FDR) should be used in lieu of conventional undercut and rebuilding. Please watch for the other parts to this ongoing series in future issues of Southeast Commercial Property Management where we will delve into specific jobsites and applications. **SCPM**



Blair Barnhardt is a Certified NHI (National Highway Institute) Trainer who delivers the Asphalt Pavement Recycling Technologies and Pavement Preservation workshops to State DOTs and FHWA (Federal Highway Administration) students across America. You can reach him at blair@thebarnhardtgroup.com.



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GREEN RETROFITS

Deck.

BY DAWN SHOEMAKER

In the mid-1990s and with considerable fanfare, the new owners and managers of the Empire State Building in New York City began upgrading the 70-year-old property with Green in mind. One of the most time-consuming and costly but significant steps the managers took to make the facility Greener and more sustainable was to replace the more than 6,500 windows in the structure with dual-pane R-2 windows.

With great anticipation, the owners/managers waited to see the impact of the new windows on energy savings, assuming there would be a noteworthy cost reduction in heating and cooling the facility. However, after several months it became clear that although there was some savings, the amounts were far less than expected. Off the record, some of the building's administrators thought the cost, inconvenience to tenants, and time to replace the old windows were just not worth it.

Fifteen years later, the building is again undergoing major renovations to become more efficient, and once again the windows are center stage. However, this time the owners/managers have become more streetwise.

Instead of simply replacing the windows and destroying the old glass, they have taken a more sustainable approach. Contractors are removing each window and beefing up the insulating potential to R5 to R8 standards. The new units, according to a number of tests and complex computer-aided studies, are expected to increase the thermal performance of the windows by up to four times their current performance helping to keep the building cooler in the summer and warmer in the winter....naturally. And this time, instead of waiting to see if there will be an energy and cost savings, the computerized testing models indicate the new retrofitted windows will reduce energy costs for the facility by more than \$400,000 per year.

GREENING...STREETWISE

Although there apparently is a good ending to the Empire State Building story, it does point out an ongoing problem building owners and managers face when Green retrofitting their buildings. This, according to Cynthia Schultz, COO of Sustainable Dashboard, a Web-based tool that helps businesses in the professional cleaning industry measure and monitor such things as fuel and

energy use and other data so they can operate in a more sustainable manner and cut costs. "Everyone suspects there are savings when they install [Green] retrofits, but there are still few measurement tools available to prove it."

Other environmental advocates support Schultz's comments. "There is almost a universal lack of understanding of energy usage and [determining] the savings that can result when facilities and businesses become Greener and more sustainable," says Peter Falk with the New York State Energy Research and Development Authority.

This is also the conclusion of the Deutsche Bank America's Foundation, the philanthropic arm of the German bank. The foundation is now funding a major project in New York City to determine energy and cost savings from such Green retrofits as:

- Installing energy-efficient windows
- Upgrading to more efficient HVAC systems, boiler systems, and other building mechanicals
- Adding additional insulation to roofs and walls

The Foundation is also encouraging the development of systems or tools that can be employed to more easily determine this data and the cost saving, energy saving results of Green retrofits.

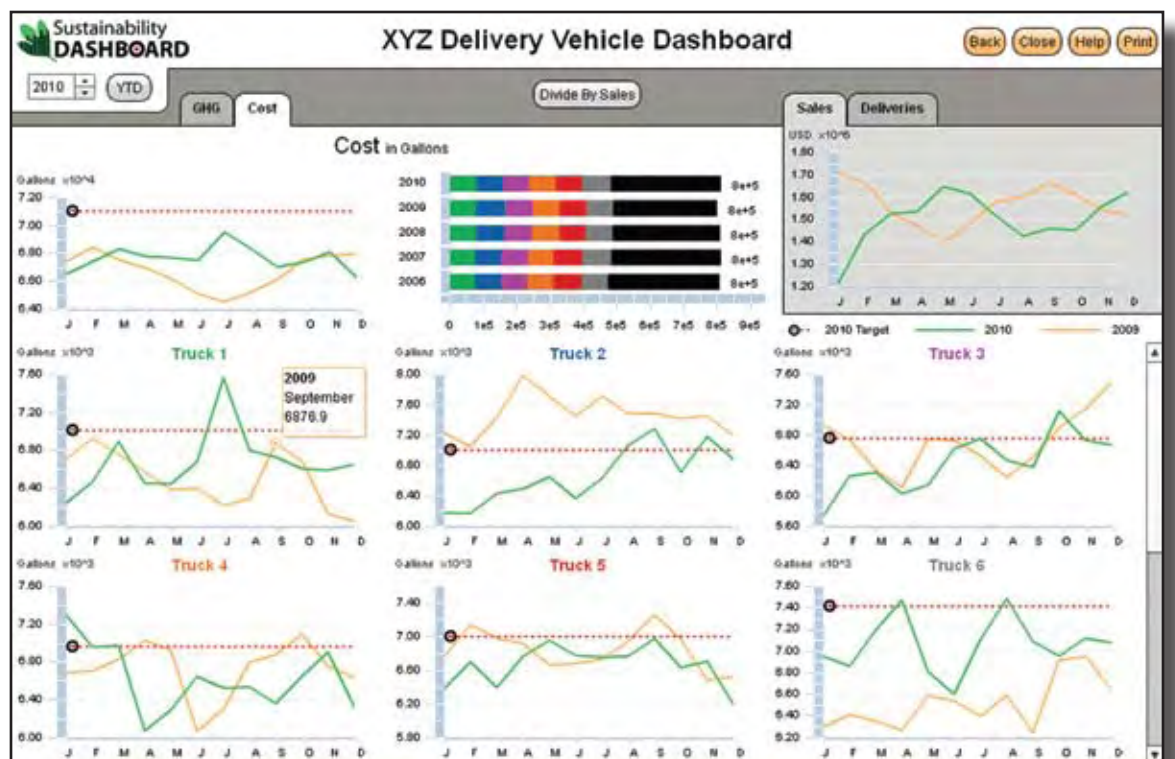
"The largest obstacle to making [Green retrofit] practices mainstream is data," says Gary Hattem, President of the foundation. "This data is needed to convince building owners and managers to retrofit their properties and [to sway their] lenders to finance these projects."

SHOWING GREEN TO GET THE GREEN

Because of the economy's downturn and what many believe is an uncertain economic future, many developers have delayed or are simply financially unable to build new residential and commercial facilities at this time. However, what is emerging as a positive from this situation is that more and more building owners/managers are upgrading their current locations instead, making them Greener, more energy efficient, and sustainable.

And in order to move forward and Green their facilities, "[building] owners and managers need to be armed with data," says Schultz. "Lenders are wary of making any loans right now, and when it comes to implementing Green and sustainable technologies into existing facilities, they can be very skeptical. Bottom line, they want proof."

To overcome this obstacle and provide the necessary proof, Schultz suggests that owners/managers provide "an assortment of



data” indicating the potential savings from Green retrofits and bring in cost savings data from other facilities that have already installed similar Green retrofits. Although it did work in regards to the new windows installed at the Empire State Building discussed earlier, “usually if all that is presented to lenders and underwriters is studies by engineers that estimate the savings from Green retrofits, the information is simply discounted because [lenders] have nothing to compare it to.”

It is hoped that, through the efforts of the Deutsche Bank America’s Foundation project, more of this data or “proof” will be readily accessible in the near future. The project began in June 2010 with the results of the study expected in about 18 months. “If the findings do indicate there is a direct connection between Green retrofits and cost savings, which we anticipate it will, this will not only help building owners/managers finance Green retrofit projects but be a shot in the arm for more Green retrofit projects throughout the country.” **SCPM**

Dawn Shoemaker is a writer for the cleaning, hotel, construction, hospitality, and related industries. She can be reached at info@alturasolutions.com

SOME OF THE MOST COMMON GREEN RETROFITS

- **Occupancy sensors.** Systems that turn on lights and electronics when a space is occupied and turn them off when not in use can result in significant savings. “Manual on/automatic off” sensors for offices are often most effective because they avoid unnecessarily turning on all lights and electronics when occupants are simply stopping in the office briefly or when they choose to rely on daylight.
- **Energy-efficient lighting.** As much as one-third or more of a building’s electricity consumption may go to lighting, and energy saved in lighting can also help reduce cooling loads.
- **Tight building envelope.** Closing holes such as smoke vents on elevator shafts, installing revolving doors, replacing or repairing windows, and adding insulation to the roof can all help reduce energy waste.
- **Equipment upgrades.** This refers to boilers and heating, cooling, and ventilating systems. If these are properly upgraded, and this should be investigated about every 10 years, the savings can be substantial. When considering these upgrades, it is important to review the entire system; piecemeal upgrades, replacing only certain components or systems, may not prove worthwhile.
- **Revised cleaning procedures.** This does not necessarily constitute a retrofit but is significant nonetheless. Many facilities are now cleaned during business hours. Referred to as Day Cleaning, this allows the entire building to be “shut down” at the end of the workday, reducing lighting, heating, and cooling costs.
- **Water-conserving fixtures.** Water costs are based on the amount of water used in a facility. Low-flow fixtures and no-flow fixtures, for instance waterless urinals, can reduce these costs significantly.

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THE FIRST PLACE TO START WHEN CONSIDERING SUSTAINABILITY? TALK TO YOUR LANDLORD!

You might end up having a conversation with yourself, but as the push to go “green” effects more and more companies, here’s a good place to start.

BY BETH BOND

Most store owners or offices in shared buildings might say recycling is not the place to start because they share a dumpster with the entire group of companies. Au contraire, my friend, the first place to start is recycling. Why? Well it’s easy and it actually can save your landlord (yourself) some bucks. Yes, green bucks.

Most store owners or offices in shared buildings might say recycling is not the place to start because they share a dumpster with the entire group of companies. Au contraire, my friend, the first place to start is recycling. Why? Well it’s easy and it actually can save your landlord (yourself) some bucks. Yes, green bucks.

Depending on where you live, people who recycle find that their hauling fees normally get reduced when they implement recycling and that the extra recycling pick-up fee does not cost as much as the regular trash pick-up fees. Besides, did you know that up to 90% of what is thrown away is recyclable in the average office setting? It’s so important, that Wal-Mart recycles at all their stores and makes money from their cardboard box recycling. A lot of large chain grocery stores do too. Your landlord is missing a revenue opportunity if he’s not at least recycling cardboard for his tenants.

But why not recycle everything? Office paper, plastic, glass and metals are all a commodity nowadays and it just makes cents, yes cents to implement it. If your landlord is reticent, then have some other retailers join the conversation. In this economy, we all need to save where we can.

Recycling policies in your business are super easy to adopt. Just an extra bin for single stream recycling (which is what the average recycling service offers) makes it simple for people to toss recyclables into the bin. Single stream recycling is where plastic, aluminum and tin cans all go in the same bin. It gets sorted at the recycling location. I have stood in one of these operations watching the recycling getting loaded into sorting machines and it is truly astonishing how much stuff we produce and throw away.

You will need to remind your staff to wash out their food stuff from containers to prevent unwanted problems, but once it’s in place - it’s a snap. Even though it’s called single stream, normally paper is collected in another container.

Another advantage of recycling is morale. Your staff will smile a little each day as they participate. It sounds so simple but everyone wants to do their part and knowing that their employers or landlords care about the environment and is doing something about it, gives the staff a little “warm hug” every time they do it. No, really it does!

REDUCE, REDUCE, REDUCE...

You have probably heard the new three R’s by now. Reduce, reuse and recycle. Now that you have started recycling, you may say to yourself, “Do I really need to be creating this much in recyclables?” The emphatic answer is no! How much do you spend each month

on stuff that you don’t really need to? Hmmm...let’s see, a couple of bucks on Styrofoam cups, a case of paper, post it notes, garbage bags, packaging materials, plastic utensils and paper plates for meals, water bottles. What about paper towels? Depending on the size of your business you might be going through \$200.00 a month on supplies - and you don’t really need to.

So here are ten simple steps to help reduce your usage.

1. Stop the insanity of Styrofoam. Have your staff bring in a favorite coffee mug and glass and provide a wipee thing that you fill with soap and let them wash out their own beverage containers. There are lots of places already doing this, most famously Oprah, but if you have a staff of ten and everyone gets a new Styrofoam cup for each beverage and everyone drinks two drinks per shift... well you get my meaning. Besides, Styrofoam does not biodegrade... pretty much, ever. It just ends up in the ocean floating around, fooling fish that it is food and well... how much Styrofoam could your stomach hold?

2. Just because there’s paper available doesn’t mean you can’t print on both sides. Most of what we print out doesn’t have to be in pristine condition. Most will end up in the recycle bin. So why not print on both sides? We take all of the incoming faxes and flip them and print on the opposite side. Wow! You’ve just doubled the amount of printed material without doubling the cost of your paper.

3. Post It Notes have to be one of the favorite all time items of office supplies but how often do you really need a note to stick? Think about it. Notes are used normally to remind you of something and then we just simply throw them away after the reminder is no longer needed. So why not cut up paper that has already been printed on one side and use the other side for notes? Seems ridiculously old-fashioned but in the end, is the quality of your life really affected by using recycled paper instead of cute sticky things?

4. How many plastic bags do you have in your life? Do you get things packaged in big plastic bags that could be used as garbage bags instead of purchasing new garbage bags? For little trash cans does you staff have a secret stash of grocery bags at home thinking they will end up using them but never quite seem to do to? Encourage staff to bring them in if they haven’t already made the switch to cloth shopping bags and use those in the store. They’ll thank you for helping them alleviate the guilt of not using all the plastic bags at home. And remember - you won’t need nearly as many because you are now recycling. Another great use for bags until you run out is as packing material. They make great packing material and since you have them already, it’s free.

5. Paper towels. Paper towels are one of those things that you don’t event think about - but before they were around people used rags and sponges. If that doesn’t appeal to you, then try using my favorite green kitchen product—Skoy Cloths. Each cloth replaces 10 rolls of paper towels.

6. Want to save money and get repeat customers? How about a cloth shopping bag that enables customers who bring the bag in each

month, a special. It could be one free appraisal one month, a VIP shopping experience during the holidays, a free gift wrap another time. Sure you pay a little more up front, but in exchange you will get free advertising as people carry your bag around, you'll get customers coming in more often and you won't have to buy as many paper or plastic bags for customers or use it as a promotion to thank tenants.

7. Pitch the plastic water bottles. If you supply water to your customers or staff, then get a water filtration system installed. It's cheaper, it can produce chilled water, and you'll even reduce the amount of recycling you produce. Americans throw away 2.5 million water bottles per hour. Yep, per hour. 'Nuff said.

8. Recycle your toner cartridges. Ink jets are easy and will be taken back at most big box office supply stores. Toner cartridges must be recycled and in addition you should be purchasing recycled toner cartridges. If you have had a bad experience with recycled cartridges I understand your hesitation. I actually stopped for a while after a particularly bad experience. Here's what I learned: Buy from a company whose primary business is to refurbish toner cartridges - and not from a company who just recycles them. By purchasing refurbished, you know that any component that has been worn out will be replaced. Refurbishing companies also guarantee their cartridges and will respond more readily if an issue arises.

9. Use compact fluorescent bulbs and LED lighting where you can. Not only will it limit the number of bulb changes you have to do, it can also help reduce your energy bills by up to 30% depending how many you use. Did you know that energy costs have gone up on average of 5% each year over the last 30 years? Start saving energy now. Whatever cost you perceive of how much fluorescent bulbs might cost, you will definitely save \$\$\$. One additional tip, the market has been flooded with bulbs and they are not all created alike. Make sure they are Energy Star rated. Also, make sure you recycle them. There is

a little bit of mercury compact fluorescent bulbs. They are completely safe, but the bulbs still need to be disposed of properly. Luckily, Home Depot and Lowe's will take the bulbs. LED lighting can be used for all of your focus

lighting needs.

10. Buy Energy Star qualified electronic products. Energy Star computers, printers and other business machines power down when not in use. They can help you conserve up to 75% of your

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HOW EFFICIENT ARE YOU?

Efficiency. Normally when we think of efficiency, we think of productivity. However, over the next several years and even currently, there will be a significant amount of time spent on energy efficiency. (I actually received a note from Constant Contact, who is hosting a webinar about Energy Efficiency.)

If you need further reason to reduce your energy consumption, here is a more sobering statistic. Over the last 30 years, energy costs have risen on average 5% each year. Have your revenues kept that pace each year? If so, your utilities have consumed a portion of that profit. It's hard to realize that you have actually been working for your utility company. A conservative projection for utility costs for 2011 is at a 2.9% increase. So take some steps to offset that increase and possibly save yourself some money.

Each light is its own little heater. That's right - a heater. Traditional incandescent bulbs can raise the temperature in your room by several degrees. Compact fluorescent bulbs (CFL's) produce a mere 30% of the heat that a regular incandescent light bulb does. Who doesn't want to save 70% in the heat admitted from their lights, especially during a summer when we have had record summer heat across the country.

For options to replace those cute little halogens, also known as "Easy Bake Ovens," consider LED lights. They put off virtually no heat at all. Granted, they are more expensive just like CFLs but both give you extended life. An LED can last up to 100 times longer than an incandescent bulb and 50 times longer than a halogen. So that means when comparing the cost of an LED to halogens multiply the cost of a halogen by 50 and then see which one is cheaper. Also calculate all the time it would take to replace the halogen 50 times. It's sort of crazy when you think about it.

Now that you are saving all that energy on lighting, it's time to look at other ways you can save money by identifying other ways to reduce energy costs. The next easiest thing to do is to install a programmable thermostat. Many of you probably already have one of these, but if not, you can purchase one of these readily for around \$100 at your local home improvement store. Programming is flexible and can be adjusted to your store hours. Just raising your temperature when the store is empty by 7° will make a huge difference. The last time I checked, gold and diamonds don't care what the temperature is.

After that, depending on whether you own or lease your business location, you might want to get an energy audit. Many local utilities offer them for free, but remember their job is to make money by your consumption, so it's better to hire a third party. A third party auditor will check for duct leaks and insulation, test the productivity of your air conditioner and a plethora of other things. Once you get the audit back they should be able to explain to you which changes will have the biggest impact for the dollars spent. Make sure you get someone who is certified for energy efficiency. Contact your local ASHRAE chapter for their recommendations.

If you are leasing, then you might want to suggest to the landlord that he has someone come out and test the whole building. Other things that make a difference is putting a "tent" around air conditioners, especially if it's on the roof. Direct sun light makes your system work harder. If you can locate it near a shade tree even better. Shade trees protect the unit from direct sun and the building too, which lowers the amount of work the system has to do.

Greening your roof or at a minimum having a white roof, is another way to offset costs. That old saying your Mother used to tell you, "Don't buy a dark car, they absorb heat," is true. There are a variety

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of ways to green your roof and your local government might even provide a grant or tax credit to help you do it.

Use a white reflective material instead of pitch and tar. This can reduce energy costs 20 to 30%. You can also look into having a really green roof which would be a planted roof. There are plenty of systems out there that can be used on your existing roof. In addition to energy savings, you are also helping your air and storm water runoff. Some cities are beginning to charge run-off fees so there's a double incentive. If you are in a smaller market, you should be able to get decent media coverage on a planted green roof. Plus it's something you can share on your Facebook page!

Finally, when purchasing appliances always make sure they are Energy Star® certified. The higher the rating the better. This is not only for big ticket items like refrigerators and dishwashers but also for computers, monitors and audio visual stuff. You can check out the Energy Star website for approved products at www.energystar.gov. Also, some states offer tax free holidays for purchasing these kinds of products, so make sure you check your state government to see if you can take advantage of those savings as well.

Okay, so let's take a minute to look to our electric meters. Envision them slowing down, way down. Doesn't that make you happy?

SOLAR IS SOOOO SEXYYYY!

So most people want to start with Solar Panels when they think of energy generation or green energy ,but really you should start with energy efficiency first. (Please see my previous blog). Solar is never going to offset your total energy bill as it currently is, so why install solar panels to create energy that is basically being thrown away?

So let's say you have now reduced your energy usage by 30% to 50%. Now you are ready to talk alternative energy. There are a lot of differ-

ent ways to create alternative energy. The two most commonly known are solar and wind. Depending upon where you live, different alternative energy makes sense but let's assume you live in someplace other than Alaska which gets the equivalent of solar that Germany gets, which is the largest Solar Market in the world. (See the map below.)

The first thing you should do is find out what kind of rebates and tax credits are available in your area. There is currently a 30% tax credit from the federal government. So right off the bat you are getting a fantastic incentive. The credit is going to last until 2016. To find out what is being offered in your state, visit the DSIRE website <http://www.dsireusa.org>. The DSIRE website is a comprehensive listing of all state, local, utility and federal incentives for not only renewable energy but also energy efficiency as well. In many places now, utilities are paying for the solar you generate. It normally comes in two formats. Either they just pay you a rate that feeds your energy directly back into the grid or they roll back your meter and then after that - they feed it back into the grid. Either way it's a great way to do your part in converting the most plentiful natural resource into some extra cash.

So for all of you saying that solar is so expensive, you were right for a long time, but now the panel prices are falling... 40% in the last five years. With incentives and utilities paying for the energy created, most payback times are estimated at five years. Most panels have a lifespan of 20 years. So even though I am originally from Alabama, I can figure out that math! Fifteen years of either free energy or income being made from the electric company from space on your roof that you aren't using anyway.

But wait there's more...in the world of unintended benefits, which is one of the coolest things about sustainability issues, you'll also save *continued on page 22*



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WHAT IS THE KEY TO COST-EFFECTIVE SECURITY?

Relationships

Establishing a strong working relationship between your security provider and local law enforcement is critical to obtaining maximum value from your security contract. Sponsoring an annual security meeting with the tenancy that is supported by local law enforcement representatives, as we do at our Flagler properties, provides an increased level of confidence for your tenants.

A strong daily reporting system performed by the security company allows property managers to react quickly to conditions that otherwise may not be discovered until a typical property inspection. This is particularly important when it comes to safety conditions.

Ultimately, an efficient and cost-effective security program:

- provides a strong visual presence;
- acts as the manager's eyes and ears, supporting a proactive response to issues and incidents;
- works in concert with local law enforcement.

The combination of these three attributes creates a deterrence to crime and thereby a desirable, safe working environment for your tenants.

— Michael Vullis is vice president of property management with Coral Gables, Fla.-based Flagler Real Estate Services LLC. The company manages more than 25 million square feet of office, industrial and retail space in Florida.



VULLIS

Communication

It is imperative that property managers communicate with security professionals and engage them for creative cost-effective security solutions. Security professionals are in the buildings daily and observe the various patterns of tenant and visitor behavior. They may see ways to redirect visitor access to the building that could eliminate a manned post by identifying a single visitor entrance.

Security professionals will be aware of various technology solutions that may be integrated as part of a comprehensive security plan to reduce contracted staffing expense. For example, a property could install an access card reader or an optical turnstile at an employee entrance in order to reduce or eliminate one stationary officer position.

Lastly, property managers should check with their security provider's area manager to see if nearby assignments offer an opportunity to share an afterhours roving patrol.

Simply seeking the low-cost security provider often does not work. It could lead to issues such as poorly trained officers, high turnover and ineffective responses to incidents.

— Richie Faulkenberry is senior vice president and director of property management with Charlotte, N.C.-based Lincoln Harris. The company manages more than 11 million square feet of office, medical office, industrial, and retail space in the North and South Carolina. Additionally, Lincoln Harris Corporate Services Group has offices in 23 states providing solutions to national clients.

Design & Technology

In large, urban buildings, 24-hour, on-site security is the best strategy. However, smaller, suburban projects may not have the budget necessary to provide this level of security.

In all properties, simple measures can be quite effective. For example, keep landscaping trimmed so lighting is not obscured and criminals have no place to hide. Incorporate sidewalks, fences, and landscaping to provide a border between your building and other properties to deter would-be criminals. A bright, well-lit property lends a feeling of security; it is essential to ensure adequate, 100 percent operational site lighting.

In addition, the cost of closed circuit television (CCTV) has decreased, making it an attractive and effective crime deterrent. Whether your system is monitored 24 hours or recorded on a DVR, criminals tend to avoid properties where they think they will be seen. Cameras should be installed at all building entry points, loading docks and lobbies. Also, we recommend installing cameras in parking lots and site access points to deter crime outside the building.

It is important to keep tenants advised of any criminal activity in and around your properties. By involving tenants, they can provide another level of security by reporting suspicious individuals. Tenants also need to have a basic knowledge of the building security systems so they can take the necessary precautions when arriving early and/or working late.

— Dean Weaver is vice president of Atlanta-based Lavista Associates, Inc. The company manages 2 million square feet of office, industrial and retail space in metro Atlanta.



WEAVER

We're looking for PROPERTY MANAGEMENT TEAMS that are making INNOVATIVE USE of SOCIAL MEDIA.

If you're willing to tell us about your social media program, email us at secpm@francepublications.com

SUSTAINABILITY continued from page 21

another round of energy costs. The panels will absorb all that sunshine that you have had sinking into your roof, which have been driving up energy costs. So you will have a reduction in your bill, again.

Also, many places now have very low interest rates for loans for these kind of projects. So out of pocket expense can be spread out.

Does it make sense for every business? Absolutely not! But for those with the right kind conditions: good sun roof exposure, good local and state incentives, the right environment (some folks, due to air pollution, have issues to name one), and the right cash flow, solar isn't just a sexy, attention grabbing solution...it's a positive monetary solution.

How much is your average electric bill? You do the math. **SCPM**

Beth Bond, the Chief of Chaos and all good green things at Southeast Green, joined forces with Sandra Cummins in the summer of 2008. Beth took over day to day operations in November of 2010 while Sandra Cummins chose to move to an advisory capacity. A Southerner herself, Bond was tired of hearing about everything "green" happening outside her native region.



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EXTEND THE LIFE OF YOUR ROOF

What are the benefits of Roof Restoration?

- Forms a waterproof and seamless monolithic membrane.
- Provides quicker return on investment. A few years rather than a decade.
- Extends the life of your roof.
- Lowers your energy bills by significantly lowering the temperature of the roof.
- Significantly lower cost than a new roof.
- Provides long lasting waterproofing.



Challenge: Leaks and due to the ballast it is very hard to pinpoint the location of the entry of the moisture. Ballast is stressful on the roof.

Solution: Entire roof coated with Weather Barrier coatings, no leaks, life of the roof extended at a 1/2 the price of a new roof. White roof = lower energy savings!



Solution: Removed the ballast from the roof. Contractor fastened the roof to eliminate the need for the ballast.



Challenge: Leaking EPDM rubber roof



Solution: Weather Barrier roof systems

Treat the seams and all protrusions and coat the roof with Weather Barrier Raincoat 2000 White roof coating to stop leaks, extend the life of the roof and lower energy costs.



Challenge: Leaking roof of QSR location

Leaks stopped and the life of the roof extended by 10 years.



Solution: Weather Barrier roof restoration system applied



68,000 Metal roof of a commercial property.

Challenge: Roof leaking in several areas.

Solution: Weather Barrier applied to seams and protrusions. Entire roof coated with Raincoat 2000. No leaks, white roof, lower energy costs, extended the life of the roof for 1/2 the price of a re-roof, 10 year warranty.

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weather barrier

Please contact us for a free roof inspection.

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